

**CITY OF EL PASO, TEXAS
AGENDA ITEM
DEPARTMENT HEAD'S SUMMARY FORM**

DEPARTMENT: El Paso International Airport

AGENDA DATE: August 8, 2017

CONTACT PERSON/PHONE: Monica Lombraña, Director of Aviation, (915) 212-7301
Bruce D. Collins, Purchasing & Strategic Sourcing Director, (915) 212-1181

DISTRICT(S) AFFECTED: 2

STRATEGIC GOAL: NO. #1: Create an Environment Conducive to Strong, Sustainable Economic Development

SUBJECT:

Discussion and action on the award of Solicitation No. 2017-919R (Golf Course Management Firm) to KemperSports Management, Inc. for a total estimated award of \$663,643.00. The award includes a five-year (5) option in the amount of \$712,726.00 for a total ten (10) year award of \$1,376,369.00. Additionally, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award. In accordance with this award the City Manager or designee is authorized to exercise future options if needed.

BACKGROUND / DISCUSSION:

Kemper Sports Management's duties will be to protect and maintain the assets of the Golf Course; to properly supervise and manage the daily operations of the Golf Course; to provide full and accurate accounting for the financial affairs of the Golf Course; to maximize revenue from the operations of the Golf Course; to promote the quality and image of the Golf Course; and to protect and enhance the value of the Golf Course by advising and assisting the City in planning and executing City approved improvement projects.

SELECTION SUMMARY:

Solicitation was advertised on March 14, 2017 and March 21, 2017. The solicitation was posted on City website on March 14, 2017. The email (Purmail) notification was sent out on March 16, 2017. A total of fifteen (15) bidders were solicited; one (1) being a local vendor. One (1) bid was received; no local vendor responded.

PROTEST

☒ No protest received for this requirement.

☐ Protest received.

COUNCIL REPRESENTATIVE BRIEFING:

Was a briefing provided? ☐ Yes or ☒ No
If yes, select the applicable districts.

- ☐ District 1
- ☐ District 2
- ☐ District 3
- ☐ District 4

- ☐ District 5
- ☐ District 6
- ☐ District 7
- ☐ District 8
- ☐ All Districts

PRIOR COUNCIL ACTION:

7-5- 2005- award of Solicitation 2005-219R Golf Course Management Firm
7-8-2008- option to extend for one 3-year additional period
4-26-2011- award of Solicitation 2011-127R
4-29-2014- additional 3-year a period, extended till 8/31/2017

AMOUNT AND SOURCE OF FUNDING:

Department No. – 562 Aviation
Division No. – 62410 Butterfield Trail Golf Club
Account No. – 522070 Management Services Contracts
Fund No. – 3000 Airport Operating Fund

BOARD / COMMISSION ACTION:

N/A

*****REQUIRED AUTHORIZATION*****

DEPARTMENT HEAD:



Monica Lombraña, A. A. E.
Managing Director of Aviation and International Bridges

**COUNCIL PROJECT FORM
(RFP OR RFQ)**

*******POSTING LANGUAGE BELOW*******

Please place the following item on the **REGULAR** agenda for the Council Meeting of **AUGUST 8, 2017**.

STRATEGIC GOAL: NO. 1 Create an Environment Conducive to Strong, Sustainable, Economic Development

Discussion and action on the award of Solicitation No. 2017-919R Golf Course Management Firm to KemperSports Management, Inc. for a total estimated award of \$663,643.00. The award is to include a five (5) year optional amount of \$712,726.00 for a total ten (10) year award of \$1,376,369.00.

Department:	El Paso International Airport
Award to:	KemperSports Management, Inc. Northbrook, IL
Item(s):	All
Annual Estimated Award:	\$125,000.00 (Year 1) \$128,750.00 (Year 2) \$132,613.00 (Year 3) \$136,591.00 (Year 4) \$140,689.00 (Year 5)
Initial Term Estimated Award:	\$663,643.00 (5 years)
Option:	\$712,726.00 (6 – 10 years)
Total Estimated Award:	\$1,376,369.00 (10 years)
Account No.:	562 – 62410 - 522070 – 3000
Funding Source:	Airport Operating Fund – Management Services Contracts
District(s):	All

This is a Request for Proposal, service contract.

Additionally, it is requested that the City Attorney's Office review and that the City Manager be authorized to execute any related contract documents and agreements necessary to effectuate this award.

The Purchasing & Strategic Sourcing Department and El Paso International Airport recommend award as indicated to KemperSports Management, Inc., the highest ranked proposer based on evaluation factors established for this procurement. In accordance with this award the City Manager or designee is authorized to exercise future options if needed.

*******ADDITIONAL INFO BELOW*******

DATE: 7/26/2017



COMMITTEE SCORE SHEET
Request for Proposal

SOLICITATION TITLE: GOLF COURSE MANAGEMENT FIRM
SOLICITATION NO: 2017-919R

EVALUATION CRITERIA

A. QUALIFICATIONS AND EXPERIENCE (SECTION 3.1)

Experience and qualification of your team members in the operation and maintenance of golf course facilities and related activities (15 points)
Experience and qualifications of company highlighting experience with public golf courses and related facilities (15 points)
Experience in holding Professional Golf Tournaments in accordance with PGA specifications. (5 points)
Experience in the operations and maintenance of water wells in the irrigation of golf course greens and fairways. (5 points)

B. MANAGEMENT AND OPERATING PLAN (SECTION 3.1)

Management structure and operating plan (including staffing) to be used in the conduct of the operation. (5 points)
Personnel policies and training programs, customer service philosophy and employee benefits package (10 points)
Proposed merchandise and theming for Pro Shop operation. (5 points)
Food and beverage operations including restaurant, cart service and alcohol service (5 points)
Value added services. (5 points)

C. MARKETING PROGRAM (Section 3.1)

Program Officer plans to use to market the Golf Course (targeted consumers and estimated numbers of rounds per year). (5 points)
Planned efforts to attract PGA qualifying events & other tournaments. (5 points)
Customer enhancements/amenities. (5 points)

D. MANAGEMENT FEE (Section 4.4)

Must include Proposal Cost Form. Failure to submit will result in receiving zero points (15 points)

Grand Total

**MAX
POINTS**

**KEMPERSPORTS
MANAGEMENT, INC.
NORTHBROOK, IL
\$1,376,389.00**

40%	40	39.00		
30%	30	27.00		
15%	16	12.66		
15%	16	15.00		
100%	100	83.66	0.00	0.00



CITY OF EL PASO
REQUEST FOR PROPOSALS TABULATION FORM



Bid Opening Date: APRIL 19, 2017

Solicitation #: 2017-919R

Project Name: GOLF COURSE MANAGEMENT FIRM

Department: AIRPORT

KEMPERSPORTS MANAGEMENT, INC	NORTHBROOK, IL
RFPs SOLICITED: 16 LOCAL RFPs SOLICITED: 1 RFPs RECEIVED: 1 LOCAL RFPs RECEIVED: 0 NO BIDS: 0	

NOTE: The information contained in this RFP tabulation is for information only and does not constitute actual award/execution of contract.

APPROVED: *Robert R. Jarney*
DATE: 5-3-17

2017-919R GOLF COURSE MANAGEMENT FIRM

Club Resources International
10800 Sikes Place, Suite 300
Charlotte, NC 28277

Troon Golf
15044 N. Scottsdale Road, Ste 300
Scottsdale, AZ 85254

Joanas Club Management
Attn: Tom Hart
45 Vogell Road, Suite 500
Richmond Hill, Ontario

Synergy Golf Partners, LLC
5250 S. Virginia St., Ste 340
Reno, NV 89502

Kemper Sports Management
Attn: Val D'Souza
2420 Hammock Lake Drive
Little Elm, TX 75068

Satuback Golf Advisory Svc.
Attn: Scott Holzman
15601 Dallas Parkway, Suite 400
Addison, TX 75001

Davis Love Corporate Office
Attn: David Levinson
125 Whispering Pines Drive
Spring Lake, NC 28390

Billy Jcasper Golf LLC
Attn: John Seabreeze
8300 Boone Blvd., Suite 350
Vienna, VA 22182

The Hillman Company
1900 Grant Building
Pittsburgh, PA 15219

Kemper Sports
Attn: Tim Krebs
1858 Cottonwoods Road
El Paso, TX 79925

Club Corp, Inc.
Attn: John A. Beckert
3030 LBJ FWY, Suite 600
Dallas, TX 75234

Pinehurst, Inc.
Attn: Andy Finn
80 Carlonia Vista Dr.
Village of Pinehurst, NC 28374

Affiniti Golf Partners
3430 Highway Nine North
Alpharetta, GA 30004

American Golf Corporation
2951 28th Street
Santa Monica, CA 90405

Western Golf Properties
1 Spectrum Pointe Drive - 310
Lake Forest, CA 92630